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RICHARD W. WIEKING
CLERK, U.S. DISTRICT COURT
NORTHERN DISTRICT OF CALIFORNIA

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13 FORD MOTOR CREDIT COMPANY LLC

9 UNITED STATES DISTRICT COURT
10 NORTHERN DISTRICT OF CALIFORNIA

11 FORD MOTOR CREDIT COMPANY LLC, a
12 Delaware Limited Liability Company,
13 Plaintiff,
14 vs.
15 MARCO VENTURES, INC., a California
16 Corporation, dba FORD OF MARIN,
17 Defendant.

Case No.: CV08-4906-MMC

WRIT OF POSSESSION

Judge: Hon. Maxine M. Chesney
Complaint Date: October 27, 2008

18
19 TO THE UNITED STATES MARSHAL FOR THE NORTHERN DISTRICT OF
20 CALIFORNIA:

21 You are directed to levy upon and retain in your custody, until released or sold (Code of
22 Civil Procedure Section 514.030), the following property or any part thereof:

23 All motor vehicles, including but not limited to, those identified on Exhibit "A" attached
24 hereto, and all parts, accessories, furniture, fixtures, equipment, and other personal property
25 including but not limited to that which is identified in Exhibit "B" attached hereto, and all deposit
26 accounts of MARCO VENTURES, INC., a California Corporation, dba FORD OF MARIN and to
27 enter the following private place to take possession of the above described property or some part
28 thereof: 619 E. Francisco Boulevard, San Rafael, California 94901; and to return this writ and the

10872/0140/699412.1

WRIT OF POSSESSION
Case No.: CV08-4906-MMC

1 certificate of your proceedings within 30 days after levy and service, but in no event later than 60
2 days after issuance of this writ.

3 **NOTICE TO DEFENDANT, MARCO VENTURES, INC., dba FORD OF MARIN:**

4 The Court has waived the filing of any undertaking by Plaintiff, Ford Motor Credit Company
5 LLC, pursuant to California Code of Civil Procedure Section 515.010(b). You have the right to obtain
6 redelivery of the property by filing a written undertaking in the amount of \$2,870,856.09, as
7 prescribed by Code of Civil Procedure Section 515.020. You also have certain other rights as
8 provided in Code of Civil Procedure Sections 512.020-512.120.

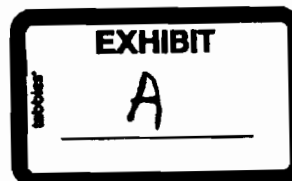
9
10 Dated: NOV 21 2008

11 LILLIAN HARRELL
12 CLERK OF COURT

13 **RICHARD W. WIEKING**

14 (Court Seal)

Floored units	Year	Make	Model	Balance
1FTSW21R48ED94293	2008	FORD	F-250	\$50,944.92
1FTSW21R68EE49732	2008	FORD	F-250	\$50,856.40
1FTSW21R68EE52775	2008	FORD	F-250	\$47,775.40
1FTSW21R68EA30456	2008	FORD	F-250	\$42,220.10
1ZVHT88S685112442	2008	FORD	MUSTANG	\$41,771.02
1FTPW12598KB54850	2008	FORD	F-150	\$33,562.70
1FTPW14568FC03055	2008	FORD	F-150	\$32,756.05
1FTPW14548FA98855	2008	FORD	F-150	\$32,684.60
1FTPW14598FB88714	2008	FORD	F-150	\$32,681.05
1FTPW14548KD94935	2008	FORD	F-150	\$32,679.60
1FTPW14558FB82179	2008	FORD	F-150	\$32,679.60
2FMDK48C97BB68158	2007	FORD	EDGE	\$32,254.05
2FMDK48C98BA81118	2008	FORD	EDGE	\$32,122.95
1FTPW14538FB70693	2008	FORD	F-150	\$31,674.60
1FAHP28W48G105281	2008	FORD	TAURUS	\$31,644.95
1ZVHT82H285149615	2008	FORD	MUSTANG	\$30,938.23
1ZVHT82H985155671	2008	FORD	MUSTANG	\$30,855.23
1ZVHT82H585154971	2008	FORD	MUSTANG	\$30,764.23
2FMDK38C98BB02141	2008	FORD	EDGE	\$30,574.40
2FMDK38C28BA85425	2008	FORD	EDGE	\$30,295.95
2FMDK38C98BA41504	2008	FORD	EDGE	\$30,180.50
2FMDK38C58BA92840	2008	FORD	EDGE	\$30,172.95
1FTPW12538FC19703	2008	FORD	F-150	\$30,076.05
1FTPW12588FC11435	2008	FORD	F-150	\$30,076.05
1ZVHT82H185184386	2008	FORD	MUSTANG	\$30,064.63
1ZVHT82H585143646	2008	FORD	MUSTANG	\$29,876.67
2FMDK38CX8BA51989	2008	FORD	EDGE	\$29,523.50
1ZVHT82H995113129	2009	FORD	MUSTANG	\$29,366.21
1ZVHT82H885153913	2008	FORD	MUSTANG	\$29,028.23
2FMDK38C27BB58517	2007	FORD	EDGE	\$28,844.05
2FMDK38C57BB63176	2007	FORD	EDGE	\$28,844.05
1FMEU51E08UA99002	2008	FORD	EXPLORER SPORT	\$28,523.60
2FMDK51C79BA04989	2009	FORD	FLEX	\$28,360.96
2FMDK51C89BA08016	2009	FORD	FLEX	\$28,360.96
1FMCU59H08KD83277	2008	FORD	ESCAPE HYBRID	\$28,094.62
1FMEU318X8UB20467	2008	FORD	EXPLORER SPORT	\$27,902.05
1FTRW12W08FB05918	2008	FORD	F-150	\$27,581.60
1FTRW12W28FA87888	2008	FORD	F-150	\$27,288.60
1FMDK02W88GA37969	2008	FORD	TAURUS X	\$26,835.05
1FTRW12WX8FA41371	2008	FORD	F-150	\$26,541.70
1ZVHT82H985148185	2008	FORD	MUSTANG	\$26,316.58
2FMDK36C17BB53375	2007	FORD	EDGE	\$25,083.05
1ZVHT80N685198406	2008	FORD	MUSTANG	\$23,895.21
1ZVHT80N595115999	2009	FORD	MUSTANG	\$22,972.21
1ZVHT80N295109397	2009	FORD	MUSTANG	\$22,971.21
1FMCU03709KA03049	2009	FORD	ESCAPE	\$22,944.99
1FMCU03759KA08232	2009	FORD	ESCAPE	\$22,944.99
1FMCU03Z98KD84240	2008	FORD	ESCAPE	\$22,590.62
1ZVHT80N485196735	2008	FORD	MUSTANG	\$22,225.21
1FMCU03Z18KE10622	2008	FORD	ESCAPE	\$22,000.49
1FMCU03Z58KB10081	2008	FORD	ESCAPE	\$21,997.23



1FMCU03ZX8KB45814	2008 FORD	ESCAPE	\$21,894.68
1FTYR14E58PA56538	2008 FORD	RANGER	\$20,479.15
1FTYR14E78PA67380	2008 FORD	RANGER	\$19,994.60
1ZVFT84N575264539	2007 FORD	MUSTANG	\$13,645.00
2FAFP74W56X166978	2006 FORD	CROWN VICTORIA	\$8,365.08
1FAFP24177G104898	2007 FORD	FIVE HUNDRED	\$4,343.40
1FAFP34N57W255382	2007 FORD	FOCUS	\$11,105.00
1FAFP56U17A116296	2007 FORD	TAURUS	\$8,790.00
1FMEU63EX7UB22061	2007 FORD	EXPLORER	\$16,025.00
1FMEU73E27UB85080	2007 FORD	EXPLORER	\$14,205.00
1FMYU93117KA10949	2007 FORD	ESCAPE	\$6,136.00
1FTPW12504FA16794	2004 FORD	F-150	\$4,981.50
1LNHM81W16Y608513	2006 LINCOLN	TOWN CAR	\$9,568.00
3FAFP08Z36R197639	2006 FORD	FUSION	\$11,305.00
3FAFP31N45R143497	2005 FORD	FOCUS	\$8,490.00
1FMFU20528LA28667	2008 FORD	EXPEDITION	\$46,127.97
2FMDK38C58BA41788	2008 FORD	EDGE	\$30,180.50
2FMDK48C17BB48471	2007 FORD	EDGE	\$32,582.05
2FMDK49C98BB16545	2008 FORD	EDGE	\$36,438.40
2FMDK49CX7BB32123	2007 FORD	EDGE	\$34,575.02
2FMDK49CX8BB19373	2008 FORD	EDGE	\$36,438.40
2FMEK63C39BA12675	2009 FORD	FLEX	\$35,534.90
1FTPX14574FA01963	2004 FORD	F-150	\$3,930.00
1FTRX12W36KC57273	2006 FORD	F-150	\$4,674.00
1FTSX21P56EB47843	2006 FORD	F-250	\$18,396.00
1GKDS13S452261436	2005 GMC	ENVOY	\$10,380.00
3GNFK16Z24G254995	2004 CHEVROLET	SUBURBAN	\$14,680.00
WBXPA93456WG77622	2006 BMW	X3	\$19,200.00
1FTYR10D88PB08662	2008 FORD	RANGER	\$16,365.55
1FBSS31L49DA10117	2009 FORD	E-350	\$29,077.13
1FBSS31L49DA10120	2009 FORD	E-350	\$29,077.13

Unencumbered Units

1FAHP36N99W140535	2009 FORD	FOCUS	\$13,411.92
YV1RS59V942388136	2004 VOLVO	S60	\$5,827.50
2FMZA57675BA82564	2005 FORD	FREESTAR	\$4,060.00
2FMZA52257BA02864	2007 FORD	FREESTAR	\$7,595.00
1FTSA21578EA79840	2008 FORD	F250	\$20,322.24
1FTZF17211NA67858	2001 FORD	F150	\$1,750.00
1FMFU15L84LA31214	2003 FORD	EXPEDITION	\$4,532.50

Book Value**SOT units**

1FTSW21R48EE07057	2008 FORD	F-250	\$50,761.92
1ZVHT80N985202593	2008 FORD	MUSTANG	\$23,895.21
3FAHP07Z58R270376	2008 FORD	FUSION	\$21,623.05
1D7HU18N13J622026	2003 DODGE	RAM	\$6,822.00
1FTNE14W09DA10125	2009 FORD	E-150	\$21,451.13
1FTNE14W99DA10124	2009 FORD	E-150	\$21,451.13
1FMCU04G79KA34376	2009 FORD	ESCAPE	\$28,747.24
2FMDK38C68BA09917	2008 FORD	EDGE	\$29,006.05

SOT amount

THIS FACSIMILE HAS BEEN CREATED FROM THE CORRECTED AND DERIVED INFORMATION STORED IN THE BUSINESS MANAGEMENT DATABASE, AND MAY VARY FROM THE ORIGINAL INFORMATION SUBMITTED TO FORD MOTOR COMPANY BY THE INDIVIDUAL DEALERSHIP														
2008 FORD MOTOR COMPANY DEALER FINANCIAL STATEMENT 2008														
P&A CODE 06046					DEALER Ford of Marin					REC'D				
PERIOD OF JUL 2008 YTD					ADDRESS 619 E. Francisco Blvd.					SALES CODE 71C017				
MONTH ENDED					CITY STATE ZIP CODE San Rafael, CA 94901									
ASSETS					BALANCE SHEET					LIABILITIES				
1	CASH	ON HAND IN BANK			X	-109,117	N P	NEW VEHICLES & DEMOS		X	3,090,478			
2		MONEY MARKET/DEPOSIT			X	-	O A	USED VEHICLES		X	107,188			
3	FINANCE CONTRACTS		NEW	X	222,129	T Y	PROGRAM VEHICLES		X	181,340				
4			USED	X	-	E A	RECREATION VEHICLES							
5	MARKETABLE SECURITIES				-	S B	OTHER - SHORT TERM							
6	NOTES RECEIVABLE				-	L	LONG TERM - CURRENT PORTION							
7	DISCOUNTED NOTES RECEIVABLE(NON US)				-	(-)	E	INSTALLMENT SALE BALANCE		X				
8	ACCOUNTS		VEHICLE	-X	-19,487	BANK LOANS(AUTHORIZED LMIT) NON US		X						
9	RECEIVABLE		PARTS SERVICE BODY	-	52,595	ACCOUNTS PAYABLE			221,233					
10			OTHER	-	11,152	INCOME TAXES								
11	F O R D R E C E I V I V	W&P CLAIMS			58,561	CUSTOMER		DEPOSITS	X					
12		VEHICLE HOLD BACK			9,231			ACCOMMODATIONS-SVC CONTRACTS/REPO REFUND		53,775				
13		INCENTIVES/CARRYOVER ALLOWANCE			29,723			TAXES		-64				
14		FBO	JAG CSI	JAG FAC	-			PAYROLL & BONUSES		39,925				
15		LOSP	OTHER #2	OTHER #3	-			PROFIT SHARING (NON US)						
16		VCSI	VMS	LR	-			OTHER		23,319				
17		JOBBER INCENTIVE S/ESP/FLOOR PLAN ASSISTANCE/OTHER			12,072			DESIRED INTEREST INCOME (CURR PORTION - NON US)						
18						-								
19		FINANCE RECEIVABLES CURRENT				11,049	TOTAL CURRENT LIABILITIES			3,717,194				
20	ALLOWANCE - DOUBTFUL RECEIVABLES				(1,245)	NEW	-440,091	VEHICLE EQUITY	USED	315,273				
21	N CARS	22		-X	613,819	NET CASH	X			-361,577				
22	E TRUCKS	70		-X	1,991,539	AVERAGE MONTH TOTAL EXPENSES				299,863				
23	W DEMO	1		-X	45,029	NET CASH OVER (UNDER)				-561,440				
24	U CARS	6	30		70,587			MORTGAGES PAYABLE						
25	S TRUCKS	15	DAY		259,697			NOTES		OFFICERS & OWNERS 223,578				
26	E REMARKETED CARS	10	30	8 X	152,751			PAYABLE		FORD				
27	D VEHICLES TRUCKS	7	DAY	6 X	120,766					OTHER 434,379				
28	PARTS INV	FOMOCO	201,516	NON-FOMOCO	201,516					LEASED VEHICLES				
29	ALLOWANCE - PARTS INVENTORY ADJUSTMENT				(-)					RENTAL VEHICLES				
30	OTHER INVENTORIES memo: work in process				361	ESTIMATED LIABILITY-REPOSSESSION PURCHASE LOSS								
31	LIFO INVENTORY	NEW		USED	(-)	OTHER LIABILITIES								
32	RESERVE(US ONLY)	PARTS			(-)	TOTAL LIABILITIES						4,375,151		
33	PREPAID EXPENSES				53,941					NET WORTH				
34	TOTAL CURRENT ASSETS				3,786,669									
35	LEASED VEHICLES NET UNITS:	CARS		TRUCK	-			CAPITAL STOCK		900,000				
36	RENTAL VEHICLES NET				-			RETAINED EARNINGS		-728,972				
37	LAND AND IMPROVEMENTS NET				-			LEGAL RESERVE - DD Other 1						
38	BUILDINGS		COST		-			OTHER CAPITAL RESERVE - DD Other 2						
39			DEPRECIATION		(-)			FIXED ASSET REVALUATION(NON US)						
40	EQUIPMENT		COST		386,934			DIVIDENDS DECLARED		(-)				
41			DEPRECIATION		(157,700)			PARTNERS OR		INVESTMENT 72,353				
42	LEASEHOLDS		COST		3,678			PROPRIETORS		DRAWING (-)				
43			AMORTIZED		(967)			NET INVESTMENT		243,361				
44	FINANCE RECEIVABLES DEFERRED NET				-			NET PROFIT - AFTER INCOME TAX - YTD		-99,918				
45	RECEIVABLES OFFICERS & EMPLOYEES				-			NET WORTH		143,463				
46	CASH VALUE - LIFE INSURANCE				-			TOTAL LIABILITIES & NET WORTH		4,518,614				
47	OTHER ASSETS - NET				500,000			WORKING CAPITAL						
48	TOTAL ASSETS				4,518,614			ACTUAL				69,475		
49	FROZEN CAPITAL		USED VEHICLE INVENTORY					RECOMMENDED MINIMUM OR GUIDE				903,808		
50			PARTS INVENTORY					ACTUAL OVER(UNDER)				-834,333		
51			PSB RECEIVABLES											
52			TOTAL					ACCOUNTS RECEIVABLES AGING						
53	OPERATING ANALYSIS		MONTH	YTD	MONTH	YTD	VEH ACCTS			31-60	61-90	91+		
54	TOTAL	SALES	1,233,548	8,555,005	% TOTAL SALES			-19,487						
55		GROSS	228,459	1,838,381	18.5	21.5	PARTS ACCTS							
56		EXPENSE	300,064	2,099,044	24.3	24.5	SERVICE ACCTS	52,802						
57	OPERATING PROFIT		-71,605	-260,663	-5.8	-3.0	WARR REC V	41,442						
58	ADDED TO INCOME - BONUSES		12,757	160,745	1.0	1.9	WARR REC B	-						
59	PROFIT BEFORE INCOME TAX		58,848	-99,918	-4.8	-1.2	NOTES REC	-						

EXHIBIT

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10/20/2008

THIS FACSIMILE HAS BEEN CREATED FROM THE CORRECTED AND DERIVED INFORMATION STORED IN THE BUSINESS MANAGEMENT DATABASE, AND MAY VARY FROM THE ORIGINAL INFORMATION SUBMITTED TO FORD MOTOR COMPANY BY THE INDIVIDUAL DEALERSHIP														
DEALER Ford of Marin					P&A CODE 06046					MONTH JUL 2008 YTD			PAGE 2	
OPERATING SUMMARY														
LINE NO	OPERATING SUMMARY	DOLLARS		UNITS YTD		DEPARTMENT OPERATING SUMMARY								
		MONTH	YTD	CAR	TRUCK		NEW	USED	PARTS	SERVICE	BODY			
1	TOTAL SALES	1,233,548	8,555,005	71	97	M	716,563	165,416	171,503	180,066				
2				78	84	Y	4,178,572	2,004,425	1,142,900	1,229,108				
3	TOTAL GROSS	228,459	1,838,381	% TOTAL GROSS		M	33,727	17,643	55,290	121,799				
4				MONTH	YTD	Y	343,235	247,556	411,835	835,755				
5	TOTAL SELLING	153,297	1,047,967	67.1	57.0	M	38,073	33,442	24,794	56,988				
6	EXPENSE					Y	254,946	225,302	164,013	403,706				
7	TOTAL SELLING/	75,162	790,414	32.9	43.0	M	4,346	15,799	14,325	80,382				
8	ADJUSTED SELLING GROSS					Y	88,289	22,254	125,507	554,364				
9	TOTAL FIXED	134,099	948,401	58.7	51.6	M	46,935	20,115	20,115	46,934				
10	EXPENSE					Y	331,941	142,260	142,260	331,940				
11	DEALER SALARY	12,668	192,676	5.5	5.6	M	4,434	1,900	1,900	4,434				
12						Y	35,937	15,401	15,401	35,937				
13	OPERATING PROFIT	71,605	260,663			M	55,715	37,814	7,690	29,614				
14						Y	279,589	135,407	32,154	186,487				
15	LEASED VEHICLE					A D J U S T M E N T S O I N C O M P O N E N T	ADDITIONS				MONTH	YTD		
16	RENTAL VEHICLE						CASH DISC. EARNED							
17	RECREATIONAL VEHICLE						INTEREST INCOME							
18							DIVIDEND INCOME							
19	TRACTOR/OTHER						SALES FIXED ASSETS							
20	ADJ. TO INCOME	12,757	155,745	5.6	8.5		OTHER				20,252	201,691		
21	CUSTOMER SATISFACTION & FORD SUPPORT		5,000		0.3		TDS							
22	INDEMNITIES NON US	(-)	(-)	(-)	(-)		DEDUCTIONS							
23	BONUS DEALER						CASH DISCOUNT							
24	EMPLOYEE						OTHER				7,495	45,946		
25	PROFIT BEFORE INCOME TAX	58,848	99,918	25.8	5.4	TOTAL (LINE 21)				12,757	155,745			
26			PNVS	1,962	595									
27	EST. INCOME TAX			% TOTAL SALES		CUSTOMER SATISFACTION AND FORD SUPPORT								
28	PROFIT SHARING NON US					C	FORD BLUE OVAL					5,000		
29	COMBINED CAPITAL RESERVE					U	Volvo CSU/VMS							
30	NET PROFIT AFTER TAX	58,848	99,918	4.8	1.2	S	LOSP							
31			PNVS			S	OTHER #2							
32	TOTAL OVERHEAD EXP	275,027	1,943,001	9,168	11,565	A	OTHER #3							
33	TOTAL P.S. BS GROSS	177,089	1,247,590	5,903	7,426	T	JAG CSU/FAC/CPOMMP							
34	NET OPERATING COST	97,938	695,411	3,265	4,139	A	LAND ROVER							
35	VEHICLE GROSS	51,370	590,791	1,712	3,517	D	TOTAL CUSTOMER SAT. ADJ (LINE 21)					5,000		
36	TOTAL VAR. SALES EXP	25,037	156,043	835	929									
37	VARIABLE GROSS	26,333	434,748	878	2,588	NON-US DEALER ADJUSTMENTS(MEMO)								
38	BREAKEVEN UNITS		MONTH	YTD		EXCHANGE RATE ADJUSTMENT								
39	N.O.C/VAR.GROSS PN/UVR		145	451		MONETARY ADJUSTMENT				(-)	(-)			
40	Service Absorption: The Sum of the Total Parts, Service & Body										MONTH	YTD		
41	Shop Gross Profits DIVIDED By the Sum of Total Fixed										171,519	1,233,361		
42	Expense + Dealer Salary + Parts, Service & Body Shop Sales Expense													
43			Month	YTD										
44	(Benchmark is 85%-100%)		77	77										
45	OPERATING TREND ANALYSIS	NEW UNITS	USED UNITS RTL	TOTAL CANYON INCL WHSL	SELLING/ADJUSTED SELLING GROSS(000)					FIXED	OPT PFT	PFT BIT	NET PFT	
46		CAR	TRUCK	CAR	TRUCK	NEW	USED	PARTS	SERVICE	BODY SHOP	EXP(000)	(000)	(000)	PNVS
47	JAN													
48	FEB													
49	MAR													
50	APR													
51	MAY													
52	JUNE													
53	JULY													
54	AUG													
55	SEPT													
56	OCT													
57	NOV													
58	DEC													
59	CURRENT YTD													
60	PRIOR YTD													

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DEALER Ford of Marin				P&A CODE 06046				SALES CODE 710017			
MONTH				NEW VEHICLE DEPARTMENT				YEAR TO DATE			
SALES	GROSS	UNITS	GR PVS					UNITS	GR PVS	SALES	GROSS
1					CROWN VICTORIA						
2					TAURUS (2006 MODEL)	1	2,763	28,695	2,763		
3	60,050	4,727	2	2,364	E MUSTANG	17	4,552	590,688	77,380		
4	47,210	1,455	3	485	T FOCUS	39	437	637,012	17,029		
5					A MONDEO(MEXICO ONLY)						
6					I FIESTA/KON(MEXICO ONLY)						
7					L KA(MEXICO ONLY)						
8					I FIESTA ST(MEXICO ONLY)						
9					Ford GT						
10	122,490	299	6	50	C FUSION	14	601	291,488	8,412		
11					R TBD FORD Car #2						
12					S TBD FORD Car #3						
13					TBD FORD Car #4						
14					TBD FORD Car #5						
15					TBD FORD Car #6						
16					TBD FORD Car #7						
17					TBD FORD Car #8						
18					TBD FORD Car #9						
19					A TBD FORD Car #10						
20					FORD DISCONTINUED MODEL CARS						
21	229,753	3,571	11	325	TOTAL FORD RETAIL CARS	71	1,487	1,537,883	105,584		
22					GRAND MARQUIS/MARAUDER						
23					SABLE (2006 MODEL)						
24					MILAN						
25					TBD LM CAR #2						
26					TBD LM CAR #3						
27					TOWN CAR						
28					LS						
29					MKZ						
30					LINCOLN MKS						
31					TBD LM #5						
32					TBD LM #6						
33					TBD LM #7						
34					TBD LM #8						
35					TBD LM #9						
36					LM DISCONTINUED MODEL CARS						
37					TOTAL LM RETAIL CARS						
38					TOTAL JAGUAR RETAIL CARS						
39					TOTAL VOLVO RETAIL CARS						
40					TOTAL MAZDA RETAIL CARS						
41					NON FOMOCO CARS						
42	229,753	3,571	11	325	TOTAL RETAIL CARS	71	1,487	1,537,883	105,584		
43					FORD MOTOR CO. FLEET CAR						
44					NON FOMOCO FLEET CAR						
45					TOTAL FLEET CARS						
46		4,000			CAR INCENTIVES					12,900	
47	229,753	7,571	11	688	TOTAL NEW CARS	71	1,669	1,537,883	118,484		
48											
49											
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DEALER Ford of Marin					P&A CODE 06046			SALES CODE 71C017			PAGE 3T	
MONTH					NEW VEHICLE DEPARTMENT			YEAR TO DATE				
SALES	GROSS	UNITS	GR PVS					UNITS	GR PVS	SALES	GROSS	
1					EDGE			9	1,802	298,369	16,222	
2					TAURUS X			3	2,092	72,871	6,275	
3	199,220	9,048	8	1,131	ESCAPE			37	1,558	979,063	57,637	
4					R EXPLORER			3	1,240	99,852	3,719	
5					E EXPEDITION			1	1,536	45,995	1,536	
6					T EXCURSION							
7					A FREESTAR (MINI VAN)							
8					I ECONOLINE/CLUB WAGON			2	280	47,234	560	
9	19,765	312	1	312	L RANGER			9	291	160,588	2,615	
10	136,630	4,373	6	729	F150 (UNDER 8500# GVW)			25	882	628,641	22,059	
11	44,357	1,015	1	1,015	T F-SUPER DUTY (F250-350 OVER 8500# GVW)			5	1,139	221,238	5,693	
12					R COURIER(MEXICO ONLY)							
13					U ECOSPORT (MEXICO ONLY)							
14					C TRANSIT (MEXICO ONLY)							
15	86,838	150	3	50	K Flex			3	50	86,838	150	
16					S TBD FORD TRUCK #3							
17					TBD FORD TRUCK #4							
18					TBD FORD TRUCK #5							
19					TBD FORD TRUCK #6							
20					TBD FORD TRUCK #7							
21					TBD FORD TRUCK #8							
22					FORD DISCONTINUED MODEL TRUCKS							
23	486,810	14,274	19	751	TOTAL FORD LIGHT TRUCK RETAIL			97	1,071	2,640,689	103,916	
24					MONTEREY							
25					MARINER							
26					MOUNTAINEER							
27					TBD LM TRUCK #1							
28					TBD LM TRUCK #2							
29					TBD LM TRUCK #3							
30					AVIATOR							
31					NAVIGATOR							
32					LINCOLN MARK LT							
33					LINCOLN MKX							
34					TBD LM TRUCK #5							
35					TBD LM TRUCK #6							
36					LM DISCONTINUED MODEL TRUCKS							
37					TOTAL LM LIGHT TRUCK RETAIL							
38					TOTAL VOLVO LIGHT TRUCK RETAIL							
39					TOTAL MAZDA LIGHT TRUCK RETAIL							
40					TOTAL LAND ROVER LIGHT TRUCK RETAIL							
41					NON FOMOCO LIGHT TRUCK							
42	486,810	14,274	19	751	TOTAL LIGHT TRUCK RETAIL			97	1,071	2,640,689	103,916	
43					FLEET LIGHT TRUCKS							
44	486,810	14,274	19	751	TOTAL LIGHT TRUCK			97	1,071	2,640,689	103,916	
45					R F-SUPER DUTY(F450-550 OVER 8500# GVW)							
46					T F-SUPER DUTY(F650-750)							
47					LOW CAB (FWD)							
48					F TOTAL FORD COMMERCIAL TRUCKS							
49					T NON FOMOCO CLASS 4-7-8							
50					TOTAL COMMERCIAL/OTHER TRUCKS							
51					MEMO: FLT COM							
52		4,300			TRUCK INCENTIVES						13,500	
53	486,810	18,574	19	978	TOTAL NEW TRUCK			97	1,210	2,640,689	117,416	
54		673			11 DLR TRANS UNITS		YTD 75				8,808	
55	716,563	26,818	30	894	TOTAL NEW VEHICLES			168	1,457	4,178,572	244,708	
56					MEMO: INTERNET SALES							
57	RETAIL	CAR			TRUCK			NON FOMOCO			TOTAL	
58	LEASE	UNITS	GROSS	GR PVL	UNITS	GROSS	GR PVL	UNITS	GROSS	GR PVL	UNITS	GR PVL
59	NEW	MONTH										
60		YTD	3	4,095	1,365	11	11,065	1,006			14	15,164
61	USED	MONTH										
62		YTD										

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DEALER Ford of Marin					P&A CODE 06046			MONTH JUL 2008 YTD		PAGE 4						
	SALES	GROSS	UNITS	GR PVS	USED VEHICLE DEPARTMENT	UNITS	GR PVS	SALES	GROSS							
1	34,039	4,223	3	1,408	USED CARS RETAIL	37	1,217	553,877			45,019					
2					MEMO: USED CAR RTU(FRANCHISE ONLY)											
3	30,463	1,408	2	704	REMARKETED CARS RETAIL	17	1,140	253,826			19,384					
4	59,844	6,427	4	1,607	USED LIGHT TRUCK RETAIL	32	1,773	513,689			56,734					
5					MEMO: USED CERTIFIED TRUCKS (Franchise Only)											
6					USED MED/HVY TRK - RETAIL											
7		1,820			REMARKETED TRKS RETAIL	28	1,176	484,956			32,941					
8					USED CAR/TRK INCENTIVES											
9	124,346	10,238	9	1,138	TOTAL USED RETAIL	114	1,352	1,806,348			154,078					
10	12,970	945	3	315	USED CARS WHOLESALE	24	195	86,462			4,687					
11					REMARKETED CARS WHOLESALE											
12	28,100	1,793	4	448	USED TRKS WHOLESALE	24	137	109,615			3,280					
13					REMARKETED TRKS WHOLESALE											
14					USED VEH INVENTORY ADJ.											
15	41,070	2,738	7	391	TOTAL USED WHOLESALE	48	166	198,077			7,967					
16	165,416	12,976	16	811	TOTAL USED VEHICLES	162	1,000	2,004,425			162,045					
17					MEMO: USED INTERNET SALES											
18																
19	UNITS		COST		COST PER UNIT		UNITS		COST		COST PER UNIT					
	MONTH	YTD	MONTH	YTD	MONTH	YTD	RECONDITIONING ANALYSIS	MONTH	YTD	MONTH	YTD	MONTH	YTD			
20																
21	INCOME		UNITS		%PEN		PVR		F&I		INCOME					
	MONTH	YTD	MONTH	YTD	MONTH	YTD	MONTH	YTD	MONTH	YTD	MONTH	YTD				
22	4,218	36,402	5	63	37.5	141	217	FINANCE CONTRACTS	5	71	62.3	189	321	1,705	36,544	
23	-400	3,883				-13	23	FIN INC. ADJ.				28			3,179	
24	226	7,957	2	23	13.7	8	47	INSUR CONTRACTS	1	22	19.3	35	61	314	6,954	
25								INSUR ADJ.								
26	5,366	55,114	4	52	31.0	179	328	EXT SERVICE CONTR	4	53	46.5	319	408	2,867	46,468	
27	3,401	7,464				113	44	EXT SERV CONTR REF				8	23	69	2,672	
28	100	10,401				3	62	OTHER MERCHANDISE				17	12	-150	1,396	
29								REPO LOSS NET								
30								F&I NET INCOME				519	750	4,667	85,511	
31	6,909	98,527				230	586									
32	MONTH		YTD		PNVR		MONTH		YTD		PNVR		MONTH		YTD	
33	26,818	244,708	894	1,457					1,442	1,421			12,976		162,045	
34	(-)	(-)											(-)		(-)	
35	6,909	98,527	230	586					519	750			4,667		85,511	
36	716,563	4,178,572	NEW GROSS % SALES		S		TOTAL		S	USED GROSS % SALES				165,416		2,004,425
37	33,727	343,235	4.7	8.2	G		VEHICLE		G	10.7	12.4			17,643		247,556
38	NEW VEHICLE SALES EXPENSE				% TOTAL NEW GROSS				% TOTAL USED GROSS				USED VEHICLE SALES EXPENSE			
39	3,327	34,941	11.6	10.2	COMM & INCENT		SALESPERSON		19.1	18.4			3,369		45,598	
40	300	15,356	0.9	4.5			SALES MANAGERS		42.2	8.0			7,452		19,838	
41	2,468	7,758	7.3	2.3			F&I									
42	7,249	36,357	21.5	10.6			PRE-DELIVERY									
43	(461)	(9,890)	1.4	2.9			PRE-DELIVERY ALLOWANCES									
44	368	2,906	1.1	0.8			FREE SERVICE/MAINT & POLICY		2.1	1.3			365		3,179	
45	13,851	87,428	41.1	25.5			TOTAL VARIABLE EXPENSE		63.4	27.7			11,186		68,615	
46	19,875	255,807	58.9	74.5			VARIABLE GROSS		36.6	72.3			6,457		178,941	
47	4,699	30,734	13.9	9.0			SALESPERSON		17.8	14.9			3,144		36,996	
48	2,000	29,375	5.9	8.6			SALES MANAGERS		11.3	10.8			2,000		26,837	
49	501	6,776	1.5	2.0			OTHER									
50	4,000	30,371	11.8	8.8			F&I									
51	7,418	44,023	22.0	12.8			ADVERTISING		85.5	30.2			15,090		74,807	
52							MEMO: INTERNET ADY.									
53	(4,655)	(36,455)	(13.8)	(10.6)			ADVERTISING REBATES						(-)		(-)	
54							PROMOTION									
55	304	2,126	0.9	0.8			TRAINING									
56	93	605	0.3	0.2			DEMO EXPENSE									
57							SERVICE LOANERS									
58							F&I OTHER									
59	16,756	127,651	49.7	37.2			INTEREST-FLOOR PLAN		11.5	7.3			2,022		18,047	
60	(6,894)	(67,688)	20.4	19.7			FLOOR PLAN ASSISTANCE						(-)		(-)	
61	24,222	167,518	71.8	48.8			TOTAL SEMI-FIXED EXPENSES		126.1	63.3			22,256		156,687	
62	4,346	88,289	-12.9	25.7			SELLING GROSS		-89.5	9.0			-15,799		22,254	

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DEALER Ford of Mann					P&A CODE 06046					MONTH JUL 2008 YTD				PAGE 5		
PARTS DEPARTMENT					SERVICE DEPARTMENT					BODY SHOP DEPARTMENT						
	MON	YTD	MON	YTD			MON	YTD	MON	YTD	MON	YTD	MON	YTD		
1	39,487	235,957	GRS%SL		WHOLESALE	S				GRS%SL					GRS%SL	
2	7,662	46,678				G										
3					WHLS JB INC	G					FRANCHISE		TRAFFIC		SALES PER RO	
4	7,662	46,678	19.4	19.8	TOTAL WHSL	G	RPR	BODY	W&P	INTR	REPAIR	M		424	182.0	
5	15,747	94,957			COUNTER	S	126.50		114.33	105.00	SHOP	Y		2,904	198.0	
6	4,851	31,356	30.8	33.0	RETAIL	G					BODY	M				
7	76,956	574,320			REPAIR	S	114,285	815,825			SHOP	Y				
8	31,717	238,149	41.2	41.5	SHOP	G	84,271	605,849	73.7	74.3	W&P CLM	M		182	166.0	
9	2,151	22,302			ESP REPAIR	S	2,363	29,740			SERV	Y		1,253	138.0	
10	625	6,480	29.1	29.1	SHOP	G	1,821	23,314	77.1	78.4	W&P CLM	M				
11					JOB INCENTIVE	G					B/S	Y				
12	30,143	173,002			WARRANTY	S	35,516	193,089			ESP	M		21	102.0	
13	8,295	46,709	27.5	27.0	A POL CLM SERV	G	28,255	153,253	79.6	79.4	REPAIR	Y		176	127.0	
14	7,019	41,448			INTERNAL	S	11,737	86,324				M		140	50.0	
15	2,140	11,830	30.5	28.5	(SERVICE)	G	7,846	57,527	66.8	66.6	INTERNAL	Y		757	55.0	
16					UNAPPLIED TIME	G	788	8,679								
17		914			SUBLET	S	9,990	70,053								
18		210		23.0	REPAIRS	G	258	4,873	2.6	7.0						
19					OTHER	S					MEMO: OTHER FRAN PARTS DEPT					
20					MERCHANDISE	G					WHOLESALE	S				
21					PARTS SALES	S						G				
22					SERV OTH	S					COUNTER	S				
23	116,269	811,986			FRANCHISE	G					RETAIL	G				
24	42,777	303,378	36.8	37.4	TOTAL PARTS	S	NON FOMOCO DUALS ONLY									
25					SALES-SERV	G	MEMO: OTHER FRAN PARTS PURCHASES									
26					BODY SHOP	S	MONTH									
27					(METAL)	G	YTD									
28					BODY SHOP	S	RO	TRAFFIC	SALES PER RO							
29					(PAINT)	G	ANALYSIS	RO COUNT	PARTS	LABOR						
30					WARRANTY&	S	SERVICE									
31					POL CLMS(B/S)	G	OTH FRAN									
32					INTERNAL	S	BODY RO									
33					(BODY SHOP)	G	OTH FRAN									
34					MATERIALS	S	6,175	34,077								
35						G	135	382	2	-1						
36					PARTS SALES	S	MEMO: PRODUCTIVITY EFFICIENCY									
37					BODY OTH	G	SERVICE TECH				MON.	YTD				
38					FRANCHISE	S	AVAILABLE CLOCKED HOURS									
39					TOTAL PARTS	S	ACTUAL HOURS WORKED									
40					SALES-BODY	G	FLAT RATE HOURS SOLD									
41		30,423			DISC EARNED	G										
42					INVENT ADJ	G										
43	171,503	1,142,900			TOTAL	S	180,066	1,229,108								
44	55,290	411,835	32.2	36.0	DEPARTMENTS	G	121,799	835,755	67.6	68.0						
45	(-)	(-)			COS LIFO(US ONLY)	S										
46	55,290	411,835	32.2	36.0	TOTAL	G	121,799	835,755	67.6	68.0						
47																
48																
49																
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LINE NO	DEALER Ford of Main					P&A CODE 06046		MONTH JUL 2008 YTD				Page 6			
	SELL/ADJ SELL GRS	MONTH	YTD	MONTH	YTD	NEW	USED	PARTS	SERVICE	BODY	UNAPPLIED				
	ALL DEPARTMENTS	75,162	790,414	32	43	88,289	22,254	125,507	554,364						
FIXED EXPENSE					% GROSS	DEPARTMENTAL FIXED EXPENSE ALLOCATION-YTD									
1	SAL-GEN MGR														
2	SALARIES-ADM	13,733	97,988	6.0	5.3							97,988			
3	EMPLOYEE BENEFIT	6,926	43,350	3.0	2.4							43,350			
4	PAYROLL TAXES	13,391	114,777	5.9	6.2							114,777			
5	PENSIONS	2,200	15,400	1.0	0.8							15,400			
6	INST ADV&PROMO	1,923	11,044	0.8	0.6							11,044			
7	RENT & EQUIV	59,105	399,372	25.9	21.7							399,372			
8	UTILITIES	3,244	28,294	1.4	1.5							28,294			
9	TELEPHONE	2,449	17,159	1.1	0.9							17,159			
10	TAXES														
11	INSURANCE	3,153	25,989	1.4	1.4							25,989			
12	OFFICE SUPPLIES	991	7,773	0.4	0.4							7,773			
13	PROF & SERV FEES	6,657	59,248	2.9	3.2							59,248			
14	DATA PROCESSING	10,280	56,347	4.5	3.1							56,347			
15	BAD DEBTS	300	2,100	0.1	0.1							2,100			
16	CONTRIBUTIONS		100									100			
17	INTEREST	3,398	27,449	1.5	1.5							27,449			
18	DEPREC EQUIP	4,127	29,926	1.8	1.6							29,926			
19	EQ&VEH MAIN GENL	2,090	11,623	0.9	0.6							11,623			
20	TRAVEL & ENTERT	132	462	0.1								462			
21	MISC EXPENSE														
22	ALLOCATION OF UNAPPLIED EXPENSE					331,941	142,260	142,260	331,940			948,401			
23	TOTAL FIXED	134,099	948,401	58.7	51.6	331,941	142,260	142,260	331,940			TOT APPLIED			
24	DEALER SALARY	12,668	102,676	5.5	5.6	35,937	15,401	15,401	35,937						
25	OPERATING PROFIT	-71,605	-260,663	-31.3	-14.2	-279,589	-135,407	-135,407	-32,154	186,487					
26	VEHICLE AND F&I SELLING GROSS ANALYSIS					RENTAL DEPARTMENT		MONTH	YTD						
27	MONTH	YTD			MONTH	YTD	INCOME								
28	26,818	244,708	C T	GROSS	12,976	162,045	SALARIES								
29	11,383	79,670	A R	VAR. SELLING EXP.	11,186	68,615	COMMISSIONS/INCENTIVES								
30	20,222	137,147	R K	SEMI FIXED SELL EXP	22,256	156,687	OTHER EXPENSES								
31	-4,787	27,891		SELLING GROSS	-20,466	-63,257	TOTAL NET								
32	9,909	98,527		TOTAL F&I NET INCOME	4,667	85,511	AGREEMENTS								
33	6,468	38,129		F&I SELLING EXPENSES			INVENTORY								
34	441	60,398		F&I SELLING GROSS	4,667	85,511	ANALYSIS		CAR	TRK	RV	SERVICE LOANERS			
35	-4,346	88,289		TOTAL SELLING GROSS	15,799	22,254	TOT UNITS @ EOM								
36					MONTH	YTD	TOT UNIT DAYS AVAIL/MO								
37					48,672	336,766	CUST ESP PD DAYS/MO								
38							SER LNR PD DAYS/MO								
39					3,949	29,514	DLR PAID DAYS/MO								
40					2,718	19,026	NON UTILIZED DAYS/MO								
41					3,765	14,066	% UTILIZATION								
42					59,104	398,372	% CUST/EXP PAID								
43	PERSONNEL SUMMARY					ADMIN	FRAN MGR	OTHER MGR	F&I	REPAIR	FRAN PARTS	OTH PARTS	FRAN SERV	OTH SERV	BODY
44	DEALERS					1									
45	MANAGEMENT					1	1		1				1		
46	SLSPRNS/SRV ADVRS						5			2			3		
47	TECH REPAIR													13	
48	NICIANS INTERNALS														
49	CLERICAL					2									
50	OTHER					1				1			4		
51	TOTAL					37	5	6	1	4			24		
52			<12 MOS	3			SERV	<12 MOS	1						
53	SLSPRN		12-36 MOS	2			ADVSR	12-36 MOS	2						
54	TENURE		37-60 MOS				TENURE	37-60 MOS							
55	IN MOS		61+ MOS				(MOS)	61+ MOS							
56	SALESPERSON		HIRED-YTD				SERV ADVR	HIRED-YTD							
57	TURNOVER		TERM-YTD				TRNOVR	TERM-YTD							
58	SPLIT SLS FORCE		NEW	USED	COMB	TOTAL	STALL COUNT								
59	MANAGERS				1	1	REPAIR	INTERNAL	BODY						
60	SALESPERSONS				5	5	13								

10/20/2008